

Message Text

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PAGE 01 WARSAW 01048 220906Z

12

ACTION EB-07

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R 220843Z FEB 75

FM AMEMBASSY WARSAW

TO SECSTATE WASHDC 3512

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E.O. 11652: N/A

TAGS: EAIR, PL

SUBJECT: CIVAIR: LOT REQUEST FOR FOURTH FREQUENCY

REF WARSAW 0932; STATE 30931

1. EMBASSY HAS HAD TWO FURTHER CONVERSATIONS WITH FOREIGN OFFICE OFFICIALS ON THE PROBLEM OF LOT'S REQUEST FOR A FOURTH FREQUENCY AND THE UNFULFILLED POLISH OBLIGATION TO WRITE TICKETS ON PAN AMERICAN'S ENTIRE ROUTE STRUCTURE AGAINST PAYMENT IN ZLOTYS. IT HAS BECOME INCREASINGLY APPARENT THAT LOT IS INDEED HAVING DIFFICULTIES WITH THE MINISTRY OF FINANCE, NOT ONLY ON THIS SUBJECT BUT ON THE QUESTION OF ITS RISING OPERATING AND OVERHEAD EXPENSES. WE HAVE BEEN URGED WITH CONSIDERABLE FERVOR TO DO WHAT IS POSSIBLE TO GET A FAVORABLE RESPONSE TO LOT'S REQUEST FOR A FOURTH SUMMER FREQUENCY IN 1975 ON THE GROUNDS THAT, WITH THIS AMMUNITION IN HAND, LOT WOULD STAND A BETTER CHANCE OF GETTING THE REQUIRED PERMISSION TO SELL TICKETS FOR ZLOTYS BEYOND NEW YORK. EMBASSY OFFICERS HAVE STOUTLY MAINTAINED THE POSITION THAT THE ZLOTY TICKET QUESTION WAS SETTLED BY THE EXCHANGE OF NOTES APPENDED TO THE BILATERAL AND THERE IS NO REASON WE SHOULD MAKE FURTHER CONCESSIONS OR BUY THE SAME HORSE TWICE. THE SCHEDULE OF FREQUENCIES SET FORTH IN THE SAME PROTOCOL WAS OUR COMPENSATING CONCESSION FOR THE ZLOTY TICKET PURCHASE ARRANGEMENTS POLAND GUARANTEED TO PROVIDE.

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PAGE 02 WARSAW 01048 220906Z

2. WHILE THE HARD LINE WE HAVE BEEN TAKING IS IMPECCABLY CORRECT FROM A LEGAL AND MORAL POINT OF VIEW, WE ARE FACED WITH THE PRACTICAL PROBLEM OF HOW BEST TO OBTAIN FOR PANAM ZLOTY TICKETING ARRANGEMENTS BEYOND NEW YORK. THIS MATTER BECOMES MORE PRESSING WITH PANAM'S INITIATION OF DIRECT FLIGHTS TO CHICAGO AT THE END OF THIS MONTH. PANAM'S INTENTION TO INCREASE ITS WEEKLY FREQUENCIES TO SEVEN IN THE SUMMER SEASON IS A SEPARATE AND COMPLICATING FACTOR.

3. THE EMBASSY WOULD SUGGEST THAT, RATHER THAN GIVING A NEGATIVE RESPONSE TO THE FOURTH FREQUENCY REQUEST, THE DEPARTMENT CONSIDER MAKING A POSITIVE RESPONSE CONDITIONED UPON LOT'S FULFILLMENT OF ITS OBLIGATION TO SELL TICKETS FOR ZLOTYS ON PANAM TO ALL US DESTINATIONS. (A FINAL FALLBACK POSITION MIGHT BE CHICAGO ALONE FOR THE TIME BEING.) THIS SEEMS A PRACTICABLE APPROACH, SINCE WE COULD SET A DATE ON WHICH LOT WOULD HAVE TO START SELLING THE ZLOTY TICKETS WELL IN ADVANCE OF THE ADVENT OF THE SUMMER HIGH SEASON WHEN THE FOURTH FREQUENCY RIGHT WOULD BECOME APPLICABLE. WHETHER THIS WOULD PROVIDE LOT WITH SUFFICIENT LEVERAGE AGAINST THE MINISTRY OF FINANCE IT IS DIFFICULT TO SAY, BUT THERE SEEMS LITTLE TO BE LOST BY THIS COURSE OF ACTION SINCE IF THE RIGHT TO SELL ZLOTY TICKETS BEYOND NEW YORK IS NOT OBTAINED, LOT WILL NOT BE ABLE TO FLY THE FOURTH FREQUENCY. PLEASE ADVISE.
DAVIES

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